



Small Business Program

Daniel Curado

Small Business Deputy

Albuquerque, SPA

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US Army Corps of Engineers
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Overview

- **USACE Small Business Program**
- **USACE-SPA SB Snapshot**
- **SB Set-Aside Programs**
- **Subcontracting**
- **FY10 Opportunities**
- **Useful information/resources**



Small Business Program USACE-SPA

- ✓ Maintain small business outreach program
- ✓ Advocate for small businesses
- ✓ Recommend set-asides and maximize utilization of SBs
- ✓ Review small business subcontracting plans & reports
- ✓ Review and sign Small Business Coordination Records – DD 2579
- ✓ Support the District CDR & staff on SB matters
- ✓ Ensure compliance with SB laws and regulations concerning SB and Contracting



USACE-SPA SB Snapshot

<u>USACE SB Prime Goals</u>	<u>Current %</u>	<u>FY10 Goal</u>
Small Business (SB)	59.56%	33.00%
Small, Disadvantaged Business (SDB)	21.72%	18.00%
HUBZone Small Business (HZ)	21.75%	10.00%
Woman-Owned Small Business (WOSB)	10.39%	5.80%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	2.75%	3.00%



Set-Aside Programs For Small Businesses

- 8(a) Set-Aside
- HUBZone Set-Aside
- Service Disabled Veteran-Owned Set-Aside (SDV)
- Total Small Business Set-Aside



8(a) Set-Aside

- 51% owned by socially and economically disadvantaged individuals
- Certified by SBA
- 8(a) sole source < \$3.5M in Construction & Other Services
- 8(a) Competitive for > \$3.5M in Construction & Other Services
- Tribally-owned or Alaskan Native Companies (ANCs) – no cap
- 8(a) Mentor-Protégé Agreement – SBA approved



HUBZone Set-Aside

- Stimulates economic development and creates jobs in communities in distress
- Principal Office located in a Historically Underutilized Business Zone
- 51% owned and controlled by US Citizens and at least 35% of employees must reside in a HUBZone
- SBA-Certifying Program
- JV – all members must be HUBZones
- 10% Price Evaluation Adjustment vs UNR



Service Disabled Veteran-Owned Small Business (SDVOSB) Set-Aside

- Signed into law in 2002
- 51% owned and controlled by a service-disabled veteran
- Must be disabled while in Service
- Self-Certifying Program
- JV – at least one member is a SDVOSB



Total Small Business Set-Aside

- Open to all small businesses
- Competitiveness Demonstration Program Act of 1988 – SBSA not allowed in certain industry groups
- Reinstated in April, 2008 for several NAICS codes
Dpt. Of Army: 236, 237120, 238110, 238290, 238350, A&E
(Waiver to Competitiveness Demonstration Program)
- Self-Certifying Program



Small Business Set-Asides

Section 8(a)

HUBZone

SDVOSB



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Subcontracting

- Contracts & Modifications >\$550K(\$1M construction) AND subcontract opportunities exist
- Multi-year contracts/contracts with options (cumulative value) – separate goals for base & each option
- Required from “All other than” small businesses (not required from small businesses)
- USACE Total SB Subcontracting Goals for FY10:
 - SB: 70%
 - SDB: 6.2%
 - WOSB: 7.0%
 - HUBZone: 9.8%
 - Veteran-owned SB: 3.5%
 - SVOSDB: 2.0%



FY10 MilCon Projects

- HAFB UAS FTU Vertical Construction - **Total SB set-aside** (to be advertised soon!)
Range: \$10M to \$25M. Issue June-July 2010
- HAFB UAS FTU Runaway Paving - Full & Open competition (advertised now!)
Range: \$10M to \$25M. Issued May 2010
- HAFB Crash Fire Rescue Station – **Set Aside to SBs**
Range: \$5M to \$10M. Issue August 2010
- KAFB 21st OED Ready Building - (Explosive Ordinance Disposal) – **Set Aside to SBs.** *Range: \$1M to \$5M. Issue July 2010*
- KAFB CI RDT&E Addn. to Bldg. 415 – **Set Aside to SBs**
Range: \$5M to \$10M. Issue June 2010
- KAFB AFOTEC Leadership Center – **Set Aside to SBs**
Range: \$1M to \$5M. Issue September 2010
- CAFB AC-130 Load-out Apron - TBD
Range: \$1M to \$5M. Issue August 2010



FY10 Inter-Agency Support (IAS) Projects

- DHS Lordsburg Border Patrol Station (Full & Open competition)
Range: >\$30M. TBD
- DHS El Paso Vehicle Maintenance Station (Full & Open competition)
Range: \$10M - \$25M. TBD



FY10 Civil Works Construction Projects

- Southwest Valley Flood Reduction . \$5 to \$10M. Issue July 2010 (TBD) – **sources sought notice due June 2.**
- Potential ARRA projects for FY10 – funds not available yet



Other SB Opportunities

- Potential O&M work at CAFB, HAFB, KAFB,...
- Simplified Acquisition Purchase Orders & GSA purchases
- Architect & Engineering (A-E) Contracts
- 8(a) negotiated sole source opportunities in construction, environmental, other services



Tips for Doing Business with USACE-SPA

- Visit our web site to learn about the District's missions and the types of services/supplies we procure. <https://spa.usace.army.mil/>
- Discuss your capabilities, interest and capacities to perform with the Deputy for Small Business.
- Review the Federal Business Opportunities (FedBizOpps) web site <http://www.fedbizopps.gov>
- Review Army Single Face to Industry web site (**<\$100K**) <https://acquisition.army.mil/>
- Be alert to the announcements of USACE Conferences, Trade Fairs and Industry Days.



Important Things to Remember

- Obtain a D-U-N-S Number
<https://eupdate.dnb.com/requestoptions/government/ccrreg/>
- Obtain a CAGE (Commercial and Government Entity) Code
<http://www.dlis.dla.mil/cageserv.asp>
- Identify your product or service through NAICS
www.census.gov/epcd/www/naics.html
- Contractor Registration
<http://www.ccr.gov/>
- ORCA (On-Line Representations and Certifications Application)
<http://orca.bpn.gov/>



SB Resources

- Small Business Administration
<http://www.sba.gov/>
- List of Prime Contractors
http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/gc_subcontracts_opportunities.html
- Procurement Technical Assistance Center (PTAC) – Procurement assistance
<http://www.dla.mil/db/procurem.htm>
- Service Corps of Retired Executives (SCORE) – Business Advice
<http://www.score.org/>
- Minority Business Development Agency (MBDA)-List of all Centers – Marketing, finance
<http://www.mbda.gov/>
- Small Business Development Centers (SBDC) –Locations – Marketing, finance
<http://www.sba.gov/aboutsba/sbaprograms/sbdc/index.html>**BUSINESS**



QUESTIONS?



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